

Message Text

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12

ACTION AGR-20

INFO OCT-01 EA-11 ADP-00 EB-11 COME-00 RSR-01 RSC-01 /045 W
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P 150619 Z MAR 73

FM AMEMBASSY SEOUL

TO SECSTATE WASHDC PRIORITY 6781

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E. O. 11652: GDS

TAGS: ETRN

SUBJECT: RESULTS KDBC TENDER HOLSTEIN BRED HEIFERS

PASS AGRICULTURE FAS IOANES/ HARTMAN CAB

REF: AGATT AIRCOMM OF MAR 2, 1973

1. SUBJECT CONCURRENCE MAF AND IBRD, KDBC HAS
AWARDED TENDER TO BALDWIN/ US FOR 1000 HD AND
ELDER/ AUSTRALIA 700 HD.

2. BETWEEN BID OPENING FEB 28 AND SELECTION MAR 14,
PRICE NEGOTIATION SITUATION DEVELOPED. AGATT
QUESTIONED MAF AND KDBC AS TO PROPRIETY UNDER
TERMS OF TENDER.

3. IN ADDITION TO SEEKING LOWER FOB PRICE KDBC URGED
BIDDERS USE KOREAN AIR LINES CHARTER AS THEY COULD
ARRANGE LOWER CHARGE.

4. ACCORDING TO KDBC BALDWIN REDUCED FOB PRICE TO
\$610 AND ACCEPTED KAL AT \$240 FRT FOR FINAL
C AND F BID OF \$850 PER HEAD.

5. COVALL/ MICHELSON REFUSED ACCEPT KAL ON BASIS
707 (ONLY AIRCRAFT AVAILABLE TO KAL) NOT SUITABLE.
MICHELSON REDUCED MIN WT TO 850 LBS AND C AND F
PRICE OF SPRING SHIPMENT TO \$850 AND FALL SHIPMENT TO
\$861. COVALL STATES THIS NOT RPT NOT NEGOTIATION
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BECAUSE: A. HE APPROACHED BY KDBC ON BASIS OF BEING
MOST COMPETITIVE BIDDER AND B. ORIGINAL PRICE NOT
CHANGED FOR 900 LBS ANIMALS.

6. COVALL EXTREMELY UNHAPPY OVER RESULTS AND
ADVISED AGATT THAT MICHELSON PLANS FOLLOWING ACTIONS
A. PROTEST TO WORLD BANK ON BASIS BREAKDOWN BID
SYSTEM, PRESSURE USE UNACCEPTABLE AIRCRAFT, AND
INFLUENCE NEW ZEALAND CONSULTANT TO KDBC.
B. INITIATE LITIGATION FOR INJUNCTION ON BALDWIN
SHIPMENT. CLAIM BALDWIN RESPONSIBLE BREAKDOWN BID
SYSTEM.
C. INITIATE LITIGATION AGAINST HFS INC ON BASIS THEY
IN COLLUSION BALDWIN TO DEFAME MICHELSON. ISSUE MAY
BE MADE OVER HFS/ HFAA/ FAS RELATIONSHIP RE RECENT
KENNEDY VISIT. MAY INSTITUTE CLASS A ANTI TRUST
SUIT HFS/ HFAA.
D. PROTEST TO WORLD BANK ALSO INCLUDE CRITICISM
KDBC ACCEPTANCE ELDER BID AS CLAIM ELDER DID NOT
RPT NOT MEET TERMS OF 1972 CONTRACT WHILE
MICHELSON COMPLIED FULLY.
E. MICHELSON WILL OPPOSE CAB GRANTING LANDING
RIGHTS KAL.

7. BALDWIN REP ADVISED AGATT EARLIER THEY ASKED
REDUCE PRICE BUT REFUSED. AGEN FOR HFS REPORTS
KDBC NEVER RAISED QUESTIONS ON PRICE OR ANYTHING
ELSE DESPITE HIS REPEATED CALLS. NO AM LIVESTOCK
REP REPORT SIMILAR.
UNDERHILL

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*** Current Handling Restrictions *** n/a

*** Current Classification *** LIMITED OFFICIAL USE

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